



GSA Federal Supply Service



MULTIPLE AWARD SCHEDULES

ENERGY SOLUTIONS

Products Available



- Energy Management Systems
- Facility Management Systems
- Chillers – HVAC
- Energy Efficient Lighting
- Power Distribution Systems
- Solar Energy Systems
- Efficient Construction Materials

Add Services and Financing for a Total Business Solution



- Installation
- Maintenance
- Training
- Consulting
- Professional Services
- Alternative Financing (SIN 246 53)



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How Can I Purchase These Solutions?


Multiple Award Schedule

Energy Savings Performance Contracting



- Submit performance work statement.
- Contractor performs feasibility analysis.
- Contractor performs preliminary energy audit.
- Best Value
- Contractor and Agency enter into agreement for the contractor to perform a detailed energy audit.

Energy Savings Performance Contracting



- Contractor shall present detailed project design, showing the proposed scope of work.
- Upon agreement of the price and scope of work, a delivery order shall be issued by the ordering agency.
- Upon acceptance of the work, the guarantee period shall begin.

Teaming

- Teaming
- Website
 - fss.gsa.gov/FAQ/schedules
 - Click Contractor Team Arrangements

OBTAIN SOLICITATION PACKAGE

- Visit www.fedbizopps.gov
- Search for Solicitation
 - No. 7FCI-L3-03-0084-B
 - April 1, 2003 Version
- Click on Solicitation

OBTAIN SOLICITATION PACKAGE

- Download the Following Files:
 - READ ME First – Information & Instructions
 - Schedule 084 – Total Solutions for Law Enforcement, Security, Facility Management Systems, Fire Rescue, Special Purpose Clothing, Marine Craft and Emergency/Disaster Response Basic Solicitation
 - Attachment 03: Alarm and Signal Systems...Facility Management

OBTAIN SOLICITATION PACKAGE

- Download (Continued)
 - Attachment 12 – Small Business Subcontracting Plan (Large Business and \$500,000 + Only)
 - Attachment 06 – Clauses Incorporated By Reference (DO NOT RETURN WITH OFFER)

SOLICITATION PACKAGE

- Completed Solicitation
 - Open Ratings Report (req.to submit 246-52/53)
 - Commercial Sales Practices Information
- Pricing Proposal
 - Commercial Price List
 - Gov't Objective: Most Favored Customer Pricing
- Technical Proposal (Company Information/Profile)

COMPLETED SOLICITATION

- Open Ratings Report
 - Submit Completed Form to Open Ratings
 - Open Ratings Reports to Contracting Officer
 - Contractor Pays Fee to Open Ratings
- Commercial Sales Practices
 - Provide Total Amount of Sales for Past Year for Services Being Offered
 - Pricing Policy

NEGOTIATION PROCESS

- Submission of Completed Proposal
- Discussions/Clarifications
- Negotiate Terms and Conditions
- Request Final Revised Proposal
- Contract Award

SIGNIFICANT TERMS

- Scope of Contract
 - Worldwide
 - 50 United States, Puerto Rico, U.S. Territories
- Modifications Clause
- Indefinite Delivery/Indefinite Quantity
 - \$2500 Guaranteed Minimum

SIGNIFICANT TERMS

- Economic Price Adjustment
- Price Reduction Clause
- Maximum Order

CONTRACTOR POST AWARD RESPONSIBILITIES

- Create GSA Price List for Distribution to Customer Agencies
- Prepare GSA Advantage File (Within 6 Months of Award)
- Report Sales Quarterly (Via Internet)
- Remit 1% (Net Contract Sales) Industrial Funding Fee Quarterly

Key Websites

- GSA Advantage – www.gsadvantage.gov
- Schedules E-Library
www.fss.gsa.gov
(Choose E-Library from right hand Options Bar)
- Listing of Appropriate Special Item Numbers is Located in the Energy Solutions Handout

Recap of the Benefits of Multiple Award Schedules (MAS)

- ID/IQ Contracts offering a Wide Range of Products and Services at Commercial Prices
- Best Value
- Commercial Practices
- Contractors may team with other Schedule contractors to offer a Total Solution.

FEATURES

- Ordering Procedures
- Flexibility
- Maximum Order Provisions
- Price Reductions
- Blanket Purchase Agreements
- Teaming
- Socio-economic goals

General Products Acquisition Center

Contracting Officer's

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Thanks for Attending

